



Facebook advertising is an extremely effective way for you to reach members of your target market for a low cost.

You can run ads for as little as €1 a day and because Facebook knows so much about its audience, you can get really specific about the people you want to reach.

WHAT'S COVERED IN THIS EBOOK

In this eBook we'll look at how you can create advertising campaigns using the Ads Manager tool.

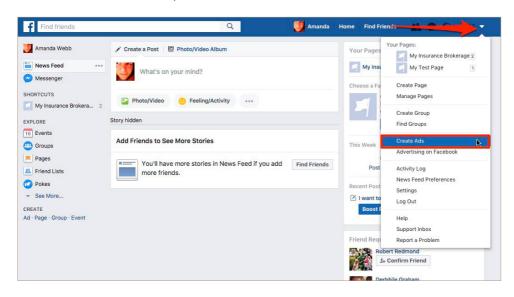
Setting up a Facebook The The ad advertising different creation account audience process types you can create A deep dive into **Facebook** audiences



HOW TO SET UP A FACEBOOK ADVERTISING ACCOUNT

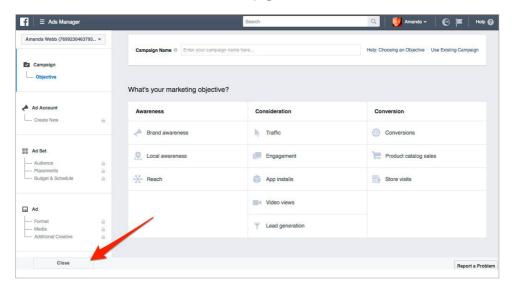
Click the blue arrow at the top right-hand side of your Facebook homepage.

Select 'create ads' from the drop-down menu.



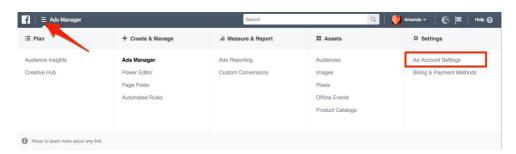
This will bring you into the ad creation window.

Click 'Close' at the bottom left-hand side of the page.

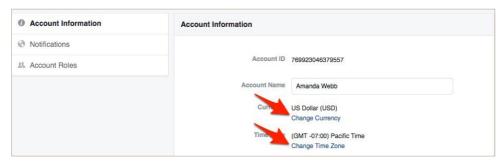


Click the three lines at the top left hand-side of the screen to access your ad manager menu.

Click on 'Ad Account Settings' on the far right-hand side to set up your account.



Make sure you change your currency to Euro and your time zone to Dublin time.



Complete the rest or your details to set up your account.



THE FACEBOOK ADVERTISING PROCESS

Creating Facebook ads is a three-step process.

STEP 1:

Create audiences

STEP 2:

Define your budget and objective

STEP 3:

Build your campaign

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Set Your Budget And Objectives Build Your Campiagn



TYPES OF AUDIENCE

There are five key audience types you can create and target with your Facebook ads.

You will usually get better results if you target people who are already familiar with your business. The first stage of any ad campaign you run is to build or find a warm audience.

Custom audiences and audiences built from people who Like your page will be warmer audiences and you should see better results when you target them with sales ads.

For colder, interest based audiences you should warm them up first by advertising to them to like your page or visit a useful page on your website. After this you can convert them with sales ads.

Here are the types of audience you can create:

1

SAVED: INTEREST BASED AUDIENCES

These are audiences you create yourself using demographic and interest information. This can include, age, gender, location, marital status, family situation, hobbies, occupation and more.

Although an interest based audience is a cold one you can also create audiences from the people who already Like your page here.

2

CUSTOM: WEBSITE AUDIENCES

The Facebook pixel is a bit of code that you add to your website that helps Facebook collate data about the people who visit it. You can get specific and create an audience from people who have viewed or not viewed individual pages on your site.

You can then use this information to retarget your website visitors with ads.

3

CUSTOM: CUSTOMER FILE AUDIENCE

This allows you to upload your opt-in email or mobile phone list to Facebook. It will attempt to match the emails or phone numbers you add to Facebook users. If it matches enough users you can target those people with your ads.

4

CUSTOM: ENGAGEMENT ON FACEBOOK AUDIENCE

You can create an audience from the people who have engaged with your content, page or videos on Facebook in the last 365 days.

5

CUSTOM: APP ACTIVITY

If you have created an app for your Facebook page you can build an audience from the people who have interacted with that app.

6

LOOKALIKE AUDIENCES

You can create a lookalike audience for any of the custom audiences above or from the people who Like your page. A Lookalike audience identifies people on Facebook who are similar to the people in one of your existing audiences.

These are useful if you have small audiences built from custom audiences.



CREATING SAVED INTEREST AUDIENCES

We'll start off by talking about saved interest audiences as these are the type you will use most frequently. You can build an audience as part of the ad creation process and save it to use in future ads.

SETTING UP A FACEBOOK AD:

From your ads manager click the green 'Create Ad' button



CAMPAIGN

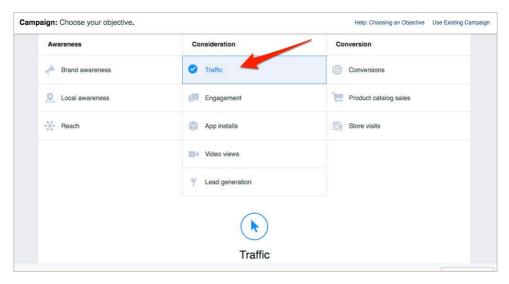
The first step is to choose an objective for your ad. Depending on the objective you choose Facebook will show your ad to people who are more likely to take action on that objective.

For example: If you choose 'Traffic' as an objective Facebook will show your ad to people who are most likely to click the link in your ad based on their previous behaviour.

If you choose engagement you can select from 'Post engagement', 'Page likes', 'Event responses' or 'Offer claims'. In each case Facebook will show your ads to members of your audience who are most likely to respond.

Most of the ads you run will fit into either 'Traffic' or 'Engagement'. As you get more proficient with ads you might want to explore the other objectives.

The ad creation process is similar for both Traffic and Engagement ads. In this tutorial I'm creating an ad with the 'Traffic' objective.



Scroll down and give your campaign a name. Name it something that will make it easy for you to identify later on.

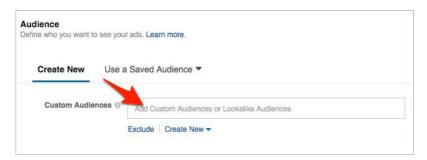


Click continue

AD SET

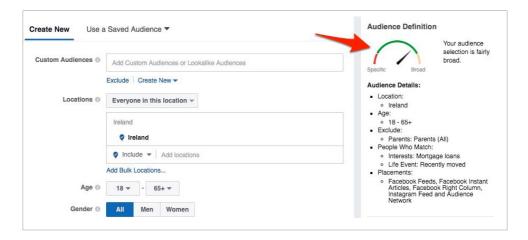
In the next section you create an 'ad set'. Your budget, schedule and audience are set at this level.

If you have created a custom audience you can select it from the drop-down menu here.



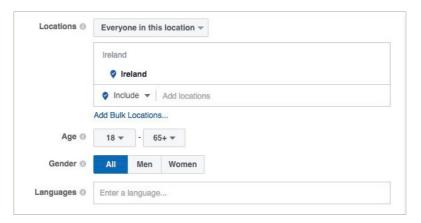
Below this is the section where you can create a saved interest audience.

As you begin to select your audience you can monitor its size on the right-hand side of the screen. The ideal audience size is somewhere between 6.000 and 25.000.



A larger audience can prove more effective as it gives Facebook more people to choose from when displaying your ad. It can find the people most likely to interact with your ads.

First choose a location (country, region, town), an age group, a gender and a language. You must select each location but gender and language are optional.



In the Detailed
Targeting section you
can add interests,
relationship status,
occupation and more.
Start typing a word and
Facebook will offer you
suggestions.

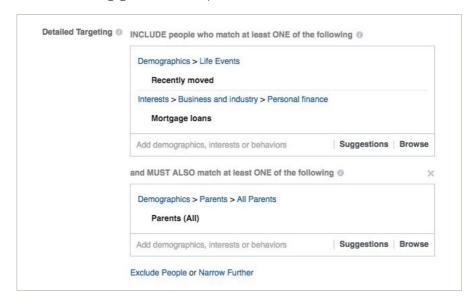


The more you add here the larger your audience gets, this is because you are targeting people who have any one of the interests you have selected.

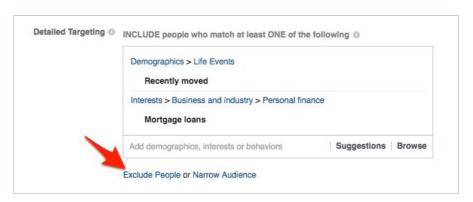
To narrow your audience, select at least one option in detailed targeting. Then click 'Narrow audience'. Add a second interest in the box that appears. This narrows your audience to people who like at least one you've entered to the first box and one thing you've entered in the second.



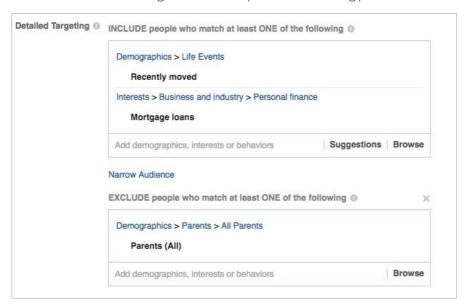
In the example below you can see I've selected an audience that have recently moved or is interested in Mortgage Loans and are parents.



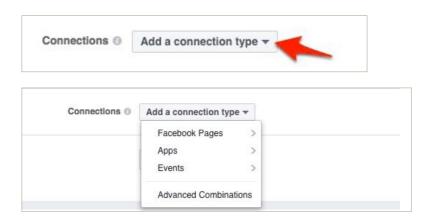
You can also exclude people from your audience. Click 'Exclude People'.



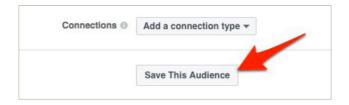
This time instead of narrowing the audience to parents I'm excluding parents.

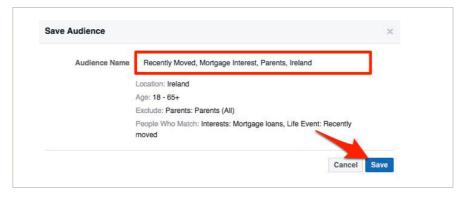


The final section of your audience creation is 'Connections'. From here you can choose to target or exclude people who Like your page or a page you manage, people who have engaged with an app you own or people who have responded to an event.

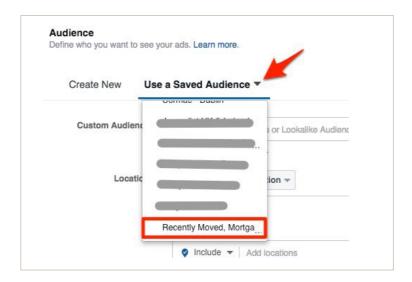


When you are happy with the audience you have created, click 'Save this audience'. Give it a name and save it.





Next time you go to create an ad click 'Saved Audience' at the top of the audience targeting section and select the name of your saved audience.



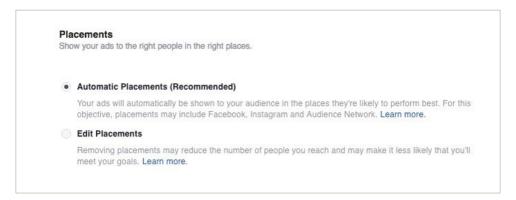
PLACEMENTS

Scroll down and select placements.

These are the areas of Facebook that your ad will be displayed on. By default Facebook chooses placements for you.

The placements it selects will depend on the type of ad you create. As a new advertiser it's a good idea to stay with the default setting.

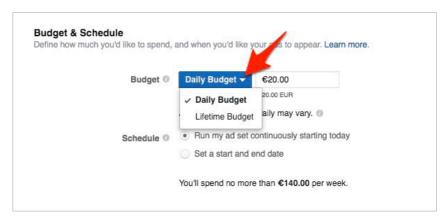
If you want to customise your placements click the check box next to 'Edit Placements'.



BUDGET

Scroll down to select your budget.

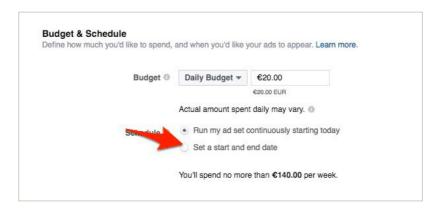
You can choose a daily or a lifetime budget.



The minimum spend for an engagement ad is €1 per day. The minimum spend for a link click ad is €5 per day.

SCHEDULE

You can choose to let your ad run continuously or for a specific timeframe.



Scroll down to give your ad set a name. It's a good idea to name this after the audience you have selected.

Click 'Continue'





AD CREATION

You are now at the ad creation phase.

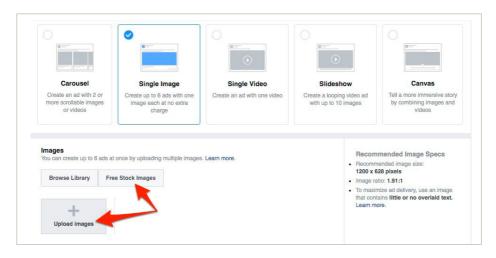
In this tutorial we will create an ad with a single image. This is the simplest ad to create. As you begin to master Facebook advertising you can experiment with the other creative ad types.

When you add a link to your ad Facebook will automatically populate it with an scraped from your website. You can also add up to 5 additional images to accompany the link.

Facebook will create an ad with each image and split test them with a portion of your audience. Whichever versions get the best results will show to more of your audience.

For this reason, it's advisable to use at least 3 images.

You can upload your own or choose from free stock images provided by Facebook.



Scroll down to continue constructing your ad.

Choose a Facebook page to represent your business.

You can also select an Instagram account to represent your business if you have one. If not it will attach your Facebook page info to the Instagram placements.

Enter the link you want to drive traffic to. A preview of your ad will appear on the right-hand side.

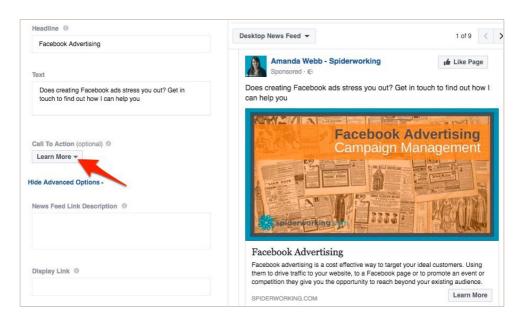


Scroll down and you can add your ad copy.

Facebook automatically adds a link description and headline from the page you link to. You can edit this if you need to.



You can also select a call to action button here.



Now you are ready to purchase your ads.

Scroll down to the bottom of the page and click 'Place order'

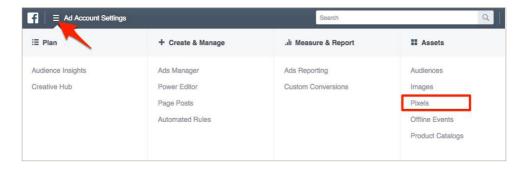


AUDIENCES

CUSTOM WEBSITE AUDIENCES

To create a custom website audience you'll need to install some code (The Facebook Pixel) on your site.

To get the code click on the three lines at the top left-hand side of your Ads Manager screen and select 'Pixels' from the menu.



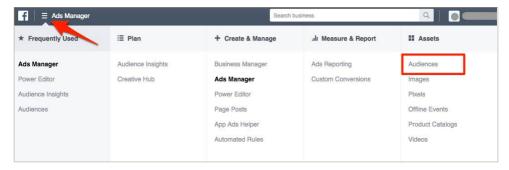
Now click 'Create A Pixel' and follow the on-screen instructions.



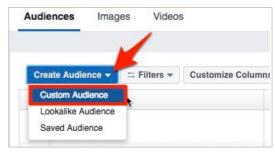
As soon as the pixel is installed on your website it will start gathering data from the people who visit your site. Make sure you update your website privacy policy to include mention of the Facebook pixel.

To build an audience from your Facebook pixel. Click the three lines on the top left-hand side of the screen.

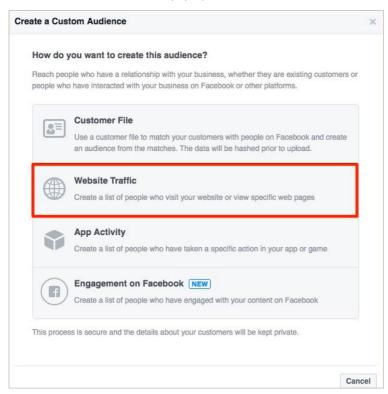
Select 'Audiences' from the menu.



Click 'Create Audience' and select 'Custom Audience' from the drop-down menu

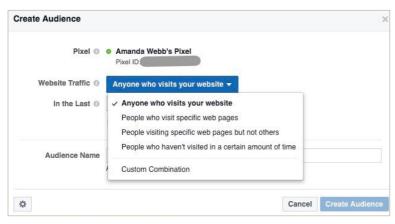


Select 'Website Traffic' from the pop-up window



Now you can set up your audience. By default it offers you an audience of everyone who visited your website.

To customise this click on the arrow and select from the options.



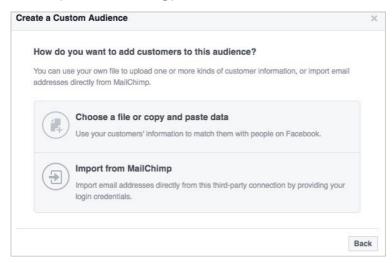
If you are selecting specific pages you'll need the direct link to those pages to target or exclude them from your audience.

CUSTOM: CUSTOMER FILE AUDIENCE

To create a Customer File audience choose 'Customer File' from the pop-up window.

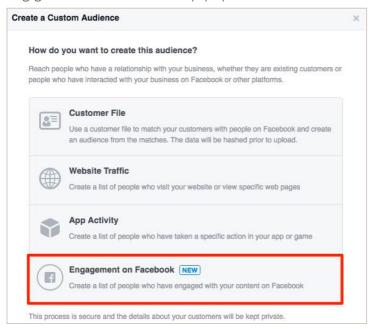


Now you can either upload a list of emails or phone numbers, paste them in or connect to your MailChimp (an email marketing provider) account.



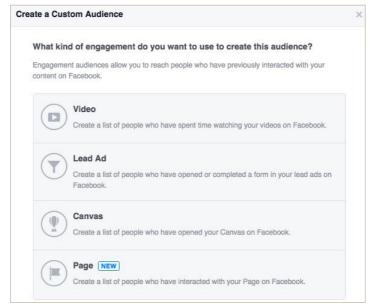
CUSTOM: ENGAGEMENT ON FACEBOOK AUDIENCE

Follow the same steps as you did to create a website or customer audience but this time select 'Engagement on Facebook' from the pop-up window.



Now select from:

- Video
- Lead Ad
- Canvas
- Page



If you are new to Facebook marketing 'Page' is probably going to give you the largest audience to work with.

LOOKALIKE AUDIENCE

If you've created a custom audience and it's too small for you to advertise to you can create a lookalike audience. Although they aren't as effective as custom audiences as members of the audience are not already familiar with your brand they can be effective.

To create a Lookalike audience, access the Audiences screen as you did for custom audiences.

This time select 'Lookalike audience' from the drop-down menu

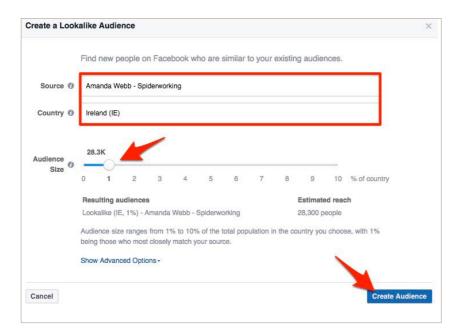


Choose the custom audience or page you want to create a lookalike audience for

Select a country you want to target

Choose an audience size. In this case small is good, this will give you a better audience match.

Click 'Create Audience'





What's next?

- reate some audiences to use in your Facebook advertising
- Assign a monthly budget for your Facebook ads
- 3 Set up and test some Facebook ads





